KNOW YOUR OWN PERSONALITY
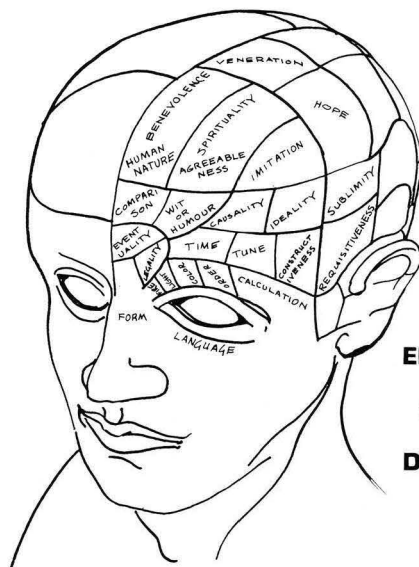
VIC 20
COLOR COMPUTER

cassette
SOFTWARE

• **See Yourself as Others see You**

• **3 In-depth Personality Tests**

• **450 Questions**

• **Automatic and Tamperproof Scoring**

THIS PROGRAM IS FOR ENTERTAINMENT ONLY, IT SHOULD NOT BE USED FOR DIAGNOSTIC NOR EVALUATIVE PURPOSES.

Professor Hans Eysenck & Doctor Glenn Wilson
The famous and fascinating series of Personality Tests specially adapted for VIC-20

C= commodore
COMPUTER

KNOW YOUR OWN PERSONALITY

Introduction

This VIC-20 Personality Test program has been adapted from the well-known Pelican book 'Know Your Own Personality' by Professor Hans Eysenck and Doctor Glenn Wilson. The book's three most important tests and five of the seven aspects covered in each test have been incorporated in the VIC program. Both the program and the data have been verified for accuracy by Professor Eysenck and Doctor Wilson.

The first test, Personality 1, deals with Extraversion and Introversion. The five characteristics which are covered in this test are:—

Activity
Sociability
Impulsiveness
Expressiveness
Reflectiveness

Personality 2 measures Emotional Stability/Adjustment and incorporates the following characteristics:—

Self Esteem
Happiness
Anxiety
Obsessiveness
Autonomy

Personality 3 tests Tough Mindedness/ Tender Mindedness and covers the following areas:—

Aggression
Assertiveness
Achievement Orientation
Sensation Seeking

Each test evaluates your responses to 150 questions and presents your personality evaluation compared to a 10,000 sample average, at the end of the test in the form of a coloured bar chart.

Loading and Running

1. Switch off VIC to clear the memory completely and make sure your 8K or 16K Expansion Cartridge is plugged into the slot at the back of VIC before carrying out the following:

2. Switch on VIC. Place the OPERATING SOFTWARE cassette in the cassette deck and ensure that the tape is rewound. (NOTE: The OPERATING SOFTWARE program is recorded twice on each side of the cassette for problem-free loading).

3. Type LOAD "PERSONALITY" (Don't forget the quotation marks) and press RETURN. VIC will respond with PRESS PLAY ON TAPE.

4. Press PLAY on the cassette deck and VIC will respond with SEARCHING FOR PERSONALITY then after a few seconds FOUND PERSONALITY LOADING. Loading will take a couple of minutes.

If VIC does not display FOUND PERSONALITY LOADING after approximately 30 seconds, carry out steps 1 to 4 again. If VIC does load the program but presents LOAD ERROR on screen, carry out steps 1 to 4 again but DO NOT REWIND THE TAPE. Remember the program is recorded *twice* on each side of the cassette. Once the program is loaded VIC will display READY.

5. Type RUN and press RETURN.
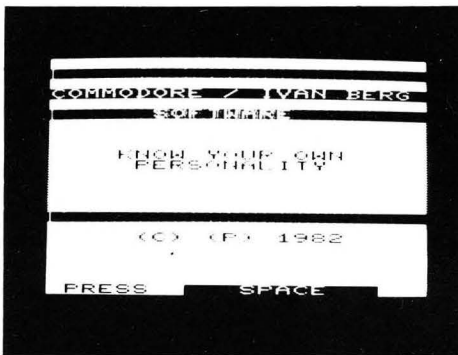
6. This is the program title. Press the Keyboard Space Bar as requested.

7. This credit page will then appear on the screen. Press the Space Bar once again and you will be asked to type in your name.
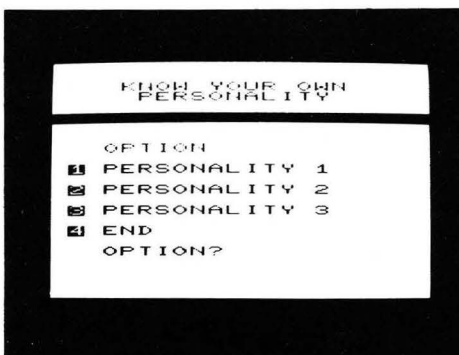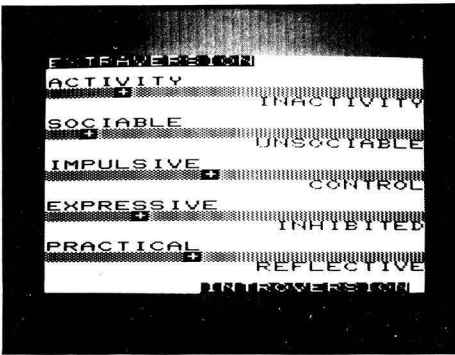

8. This is the Program's Main Menu. As you can see, there are three personality tests. The most efficient way of using this program is to do each test in the sequence on the Main Menu.

Select your option from the Main Menu, say 1. Personality 1 and press RETURN. The VIC will ask you to load the Data cassette. Take the Operating Software cassette out of the cassette deck. Replace this with the Data cassette and make sure that it is rewound. Press the Space Bar as requested.

9. VIC will ask you to press PLAY ON TAPE and will begin to load the questions and the numbers of the questions will appear on the screen as they are loaded. Each personality test has 150 questions but only 50 are loaded at a time. The play button on your cassette deck can remain down and once you have answered the first 50 questions, the VIC will automatically load the next 50 and so on.
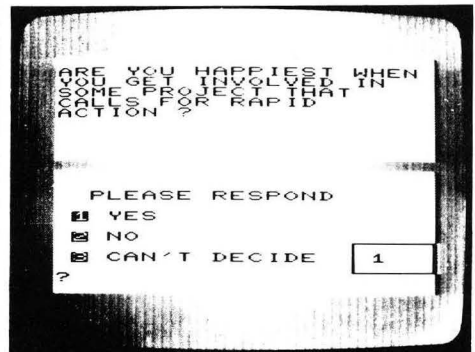
10. Once the questions have been loaded, the first will appear on your screen. Here is the first question. As you will see, you have a choice of 3 answers: 1. YES 2. NO and 3. CAN'T DECIDE. This applies to all of the questions in each Test. Type 1, 2 or 3 and press RETURN. The number of each question will appear in a small box in the right hand corner of the screen.

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EXTRAVERSION
ACTIVITY
                    INACTIVITY
SOCIABLE
                    UNSOCIABLE
IMPULSIVE
                    CONTROL
EXPRESSIVE
                    INHIBITED
PRACTICAL
                    REFLECTIVE
          INTROVERSION
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11. After all the questions for an entire set are completed, VIC will compute the scores and display this chart. Personality 1 is the extraversion-introversion test.

    The mid point of each horizontal bar (colour change) shows the average for each aspect. A red cross shows your position on the scale.

12. Press SPACE and VIC will return you to the Main Menu. Provided that you are doing the tests in the order specified in the Menu, there will be no need to rewind the tape. If, however, you are not doing the tests in the specified order, rewind the tape on receiving the prompt LOAD DATA CASSETTE PRESS SPACE.

13. In order to terminate the program, select Option 4.

Introductory Note by
Professor Hans Eysenck and
Doctor Glenn Wilson

The ancient Greek philosophers had a word for it: "know yourself". This is good advice. Because of our limited knowledge, it is difficult to make rational choices in education (What should I study?), in choosing a job (What occupation or profession should I go into?), in love (What sort of woman/man would I be happy with in marriage?), or indeed, whenever we have to make some important decision about our future. Professional psychologists see over and over again people who make the wrong choices, although it is quite obvious to the outsider that the choice is indeed very wrong; only too often this wrong choice is caused by erroneous self-perceptions, that is, a failure of the person concerned to 'know himself'. It is the point of these tests to help you see yourself as others see you, in a more objective light.

Before we can describe or measure personality, we must have some sort of model to represent it. The ancient Greeks used a type theory; indeed, the four types of the sanguine, the phlegmatic, the choleric and the melancholic man have passed into popular speech. The observations on which these descriptions were based were very astute; even now we can recognise particular types falling into these groups. But they were wrong in postulating that everyone would constitute an example of one type or the other; most people in fact combine aspects of two or more types, and thus fall between the four classifactory baskets. The theory of the four types had a long history, lasting for some two thousand years; it was not finally abandoned until the beginning of this century.

Modern psychologists prefer trait theories to type theories. Traits are descriptions of habitual behaviour patterns, like sociability, or persistence, or impulsiveness. Such terms are very widely used in common speech. There are in fact some 4,500 trait names in use in English and although some of these are really synonyms, or sufficiently alike in meaning to refer to much the same sort of behaviour, a pretty large number of traits are left for psychologists to use. Again, many of the remaining ones are quite specialised, or relatively unimportant; still the task of sorting out the remainder is quite a daunting one.

What psychologists have done, in principle, has been to group trait names according to the similarity of the names themselves or of the behaviour they refer to, and then to construct questionnaires to measure the central core of meaning underlying the groupings. A questionnaire is simply a list of questions relating to personal behaviour, preferences, reactions, attitudes and opinions; after each question is printed a 'Yes' and'No' (sometimes a '?' is also included for the 'don't knows' or 'can't decides') and the person answering the questions responds to the answer which is the right one for him. There is of course no generally right or wrong answer, as there would be for an intelligence test problem. If the question is 'Do you have many headaches?' clearly, different people may give different answers without any implication that one answer is 'right' and the other 'wrong' (although of course it may be more pleasant for a person to be able to say 'No' rather than 'Yes').

Questionnaires come in all sorts and sizes, and it is important to differentiate between the journalistic playthings which are sometimes printed in popular newspapers and weeklies, and scientifically constructed and validated inventories having serious pretensions to measuring some meaningful aspects of personality. Anyone can string together a series of questions and call the resulting collection a questionnaire; what is it that differentiates the scientific inventory from the popular questionnaire? The simplest answer would be that the journalistic questionnaire is not based on a well-established theory, is made up of subjectively chosen questions without any effort to demonstrate their appropriateness or validity, and is not standardised on an appropriate population. It can be amusing, but should clearly not be taken seriously. In a properly constructed questionnaire a great deal of work goes into the construction of the underlying theory, the selection and testing of the different questions, and the standardisation on representative samples of the population; much effort may also be expended on trying to demonstrate that the questionnaire actually measures what it is intended to measure.

Having constructed a number of question-

naires, dealing with a number of traits, we must find out if these are independent of each other. We might argue, using common sense, or experience, or empathy as our guide, that sociable people might be more impulsive than unsociable people, or that impulsive people might be more likely to take risks. Clearly there is a possibility that different traits might not be entirely independent, and the discovery of correlations between traits is another task that psychologists have set themselves and have pursued with much application over the years. The outcome has been very clear-cut, there are many quite marked correlations between different traits, and these need to be incorporated into the theory. In order to do this, psychologists have used a hierarchical model.
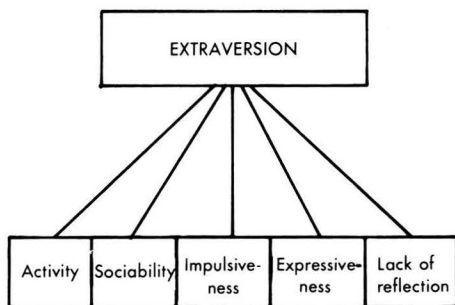
EXTRAVERSION

| Activity | Sociability | Impulsive-ness | Expressive-ness | Lack of reflection |

Figure 1

This model is shown in Figure 1, in diagrammatic form. We have linked up five traits all of which correlate, in the sense that people who are sociable are also impulsive, active, practical and expressive. This combination of traits gives rise to a more general, more inclusive trait, that of extraversion; in other words, extraversion is defined in terms of all the traits which can be empirically demonstrated to correlate together. It is possible to call extraversion a type, but this more modern use of the word does not carry any implication that everybody is either an extravert or an introvert. Rather, the term is used in the sense that there is a continuum from one extreme to the other, with the majority of people nearer the centre than the extremes.

Extraversion-introversion is one modern type concept; are there others? There is considerable agreement among the many workers in this field that two other type concepts have been discovered and are well supported by the evidence.

The second type concept we shall be concerned with is called emotionality, or anxiety, or lack of adjustment, or instability, or neuroticism (or indeed any of a number of other terms). It too is based on the fact that various traits are empirically found to correlate together; Figure 2 shows that the type is made up of the traits of low self-esteem, lack of happiness, anxiety, obsessiveness and lack of autonomy. Correlations between these traits are of course not perfect, but there is an undoubted tendency for people who give high scores on one of these traits to give high scores on the others.
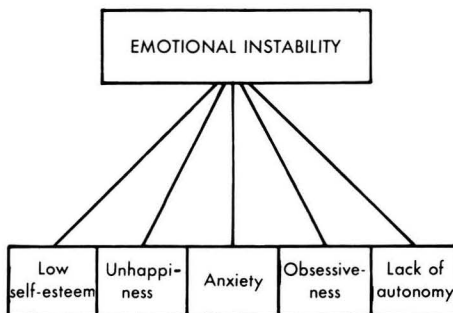
EMOTIONAL INSTABILITY

| Low self-esteem | Unhappi-ness | Anxiety | Obsessive-ness | Lack of autonomy |

Figure 2

If we take these two types together, we obtain a model which actually shows some relationship to the old Greek model of the four temperaments. This is shown in Figure 3, where the two dimensions or axes, extraversion – introversion and emotional stability-instability, define four quadrants. These are made up of unstable extraverts, unstable introverts, stable introverts and stable extraverts. Around the rim we have written some of the traits characteristic of each quadrant. Inside the quadrants we have written the names of the Greek types which belong there. Thus the melancholic is the unstable introvert; the choleric is the unstable extravert; the phlegmatic is the stable introvert; and the sanguine is the stable extravert. The two schemes of models differ mainly in that for the Greeks everybody had to fit into one or the other of the four quadrants; on the modern scheme all combinations of scores on the two continua are possible.

If these personality types are of any importance, we would expect that people in the four quadrants would be found with unequal frequency in various groups differentiated on social, or work criteria. This is in fact so. Thus for instance, sportsmen, parachutists and commandos in the army are almost entirely found in the sanguine quadrant; they combine emotional stability and extraversion. This connection can be found even among children;
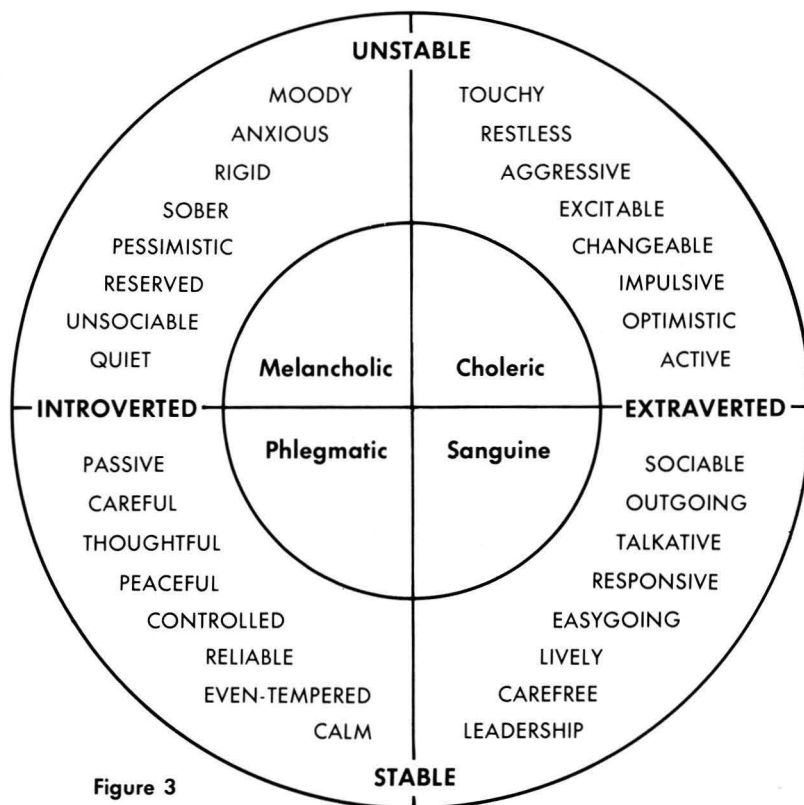
Figure 3

those who learn to swim quickly are precisely those children who are in the sanguine quadrant. Criminals tend to be found in the choleric quadrant, neurotics in the melancholic quadrant. These two groups are apparently almost equally unstable emotionally, but for the most part the criminals are extraverted, the neurotics introverted. Scientists, mathematicians and successful businessmen are frequently found in the phlegmatic quadrant; clearly their phlegmatic behaviour does not extend to their work! None of these connections are absolute of course; they are tendencies, although fairly clear and powerful ones. Nevertheless, not all criminals are 'choleric' nor all cholerics criminal. It is important to see these things in perspective; personality is only one among many other determinants which result in a person's becoming a neurotic, or a sportsman, or a criminal, or a parachutist, or a successful businessman. Ability (mental and physical), luck, opportunity and very many other factors enter into the choices involved and the decision made. Personality is important, but it is not all-important.

Figure 4

The third of our types is called tough-mindedness, as opposed to tender-mindedness. The traits entering into toughmindedness are aggressiveness, assertiveness, achievement-orientation, manipulation, and sensation-seeking (Figure 4). It will not come as a surprise that men are more toughminded than women! Indeed, there are sex differences on all our typologies and on many individual traits as well; thus women are less extraverted and more unstable emotionally. In comparing their scores

with the norms, female and male readers should keep these differences in mind; it would have made scoring much more complex and difficult had we given separate keys for men and women and the differences are not really large enough to make this necessary. There are also age differences; as people get older, they get less extraverted, less tough-minded, and more stable. Again, these facts should be kept in mind when considering your own scores; it would have been too complex a task to include separate norms for different age groups.

Toughmindedness, like the other type concepts is neither good nor bad in itself. Unlike intelligence, which is almost wholly 'a good thing', personality qualities are much more difficult to evaluate. Obviously there are many good points about the extravert; he is sociable, cheerful, always on the go; he likes people, and likes being with people. He is good company, tells jokes, often has charm, and generally puts life into social occasions. All this makes him a social asset. On the other hand, he is often unreliable, changes friends, and sex partners frequently, is easily bored, finds it difficult to get on with uninteresting or time-consuming jobs. The introvert is the opposite of all this but there is no way in which we could say that the extravert is superior or inferior in general to the introvert; they are just different. Each has his area of superiority and inferiority; what is important is that he or she should realise this and build on his or her strengths, and try to work round his or her weakness.

It might be thought that what was said above was not true of emotional instability; this might be thought to be wholly undesirable. To say this would be a gross exaggeration. Strong emotions are certainly likely to create difficulties for their possessor; however, they may also be of great help in achieving certain things.

In one study of exceptionally creative visual artists, it was found that, as compared with the average sort of person, or even not so original and creative artists, every one of the successful group scored high on emotionality (and introversion). It also seemed as if the great art these people produced was wrung out of a strongly emotional personality. Emotions can also serve to motivate a person; in this sense it may be very useful to have strong emotions in order to keep you going. After all, to be lacking in emotion is not ideal either, such people may lack many desirable experiences, and fail to make much of their lives. What is important is to know just where you stand; once you know whether you have strong, unstable emotions, are just an ordinary average sort of person, or lack any emotional urge, you can play your life in the light of this knowledge. 'There is nothing either good or bad, but thinking makes it so' — the saying is particularly apt when we look at different personality traits; almost all can be used to advantage or abused to the harm of others and of the person concerned.

What does seem to come out from much of the research reported, however, is that extremes in personality can cause considerable difficulties. Very high or low scores on any personality trait or type suggest an imbalance in the person which is not necessarily a problem, but which needs considerable care in handling. This care is more likely to be forthcoming when the person concerned knows about his personality and the lack of balance; it is when this knowledge is missing that damage can be done. And of course the dangers presented by the possession of strong personality traits can also be used to advantage; they are rather like the gifts bestowed on baby princes and princesses in fairy stories by sorcerers and fairy queens. There is a certain ambiguity about these gifts, and great care should be taken about their use.

If we do not like our personality, can we not change it? Admittedly, most people seem to be quite fond of themselves, and think reasonably highly of their personality. This is perhaps just as well; introverts often like and prefer introverts, and extraverts like and prefer extraverts as the ideal sort of person. How terrible if the position were reversed and everyone preferred the opposite type to himself! This would not be so bad if we could really do much about changing our personality in any fundamental sense; alas, this is not so. Personality is determined to a large extent by a person's genes; he is what the accidental arrangement of his parents' genes produces, and while environment can do something to redress the balance, its influence is severely limited. Personality is in the same boat as intelligence; for both, the genetic influence is overwhelmingly strong, and the role of environment in most cases is reduced to effecting slight changes and perhaps a kind of cover-up.

What will you gain from completing these personality tests on the VIC-20? In the first place, you will see graphically on which traits and type-scales you deviate to any marked extent from the average. Differences from the norm in this case do not of course carry out pejorative or evaluative meaning; you may be above or below the average numerically, but neither indicates

that you are in any sense better or worse than the majority — just somewhat different. To be aware of these differences is important; most people project their own personalities onto other people and believe others to be essentially very much like them. This is patently untrue and it is a valuable part of insight to realise that you are different, and in what way you are different, from other people. For some people, the opposite is true; they think that only they are characterised by certain strengths, weaknesses, or excesses, and they are either disappointed or reassured to find that many other people are in fact similar to them.

Recognition of your own position on the VIC-20 Bar charts may alert you to look at other people (including your wife and children, your friends and your enemies) in a different way. It is perhaps not too much to say that contraries on these scales usually simply cannot understand each other; the typical introvert can get very annoyed and frustrated when confronted by the typical extravert — and vice versa. Neither can believe that another person could be so differently constituted, and both prefer to believe that the other behaves as he does 'because he knows it teases'. This is of course not so, but for a person who fundamentally believes that all other people are essentially very much like himself it may very well seem so. Going through these tests may teach him to look at other people with a more impartial eye, and recognise their particular personalities more readily and objectively. Once you can identify someone as a typical extravert or a typical introvert, you are less likely to ask him to behave in ways which are contrary to his true personality; your expectations are more realistic, and less likely to be disappointed.

This is a valuable gain, and while personality impressions are never likely to be a hundred per cent correct, even a reasonable increase in accuracy may be of importance in interpersonal relations.

The purpose of these tests, then, is to give the user insight into his own personality, and a model into which to fit other people, particularly his friends and enemies, his family, and other people whose behaviour may be important to him. The scores are suggestive rather than definitive; they are approximate, rather than precise and accurate. We have indicated roughly how the two sexes are differentiated and in looking at his or her scores, you may like to remember these broad guidelines. We have suggested a few ways in which these tests may be useful but, above all, we hope they will serve to amuse and stimulate you. 'The proper study of mankind is man', and the more we learn about man, the better we will be able to cope with our fellow men.

The information in this manual has been
reviewed and is believed to be entirely reliable.
No responsibility, however, is assumed for
inaccuracies. The material in this manual is for
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